CORFOLK TO GET BEHIND HIGHWAY TO RICHMOND

Ridge" Route, via Suffolk, and Peninsula" Route, via Williamsburg Under Consideration.

[Special to TGe Times-Dispatch.]
NORFOLK, Jan. 1.—With the helidays over, Norfolk business and commercial interests plan to get actively
behind the Norfolk-Richmond highway. Two routes are under consid-

February, 1922.
Commissioner Coleman points out that the State Highway Commission can start work as soon as the money is provided.
Portions of the "ridge" route are already paved, from Norfolk to Courtland and from Petersburg to Richmond.

WOMAN ENTERS RACE FOR SCHOOL SUPERINTENDENT

Miss Idalia Petty, Foreset Schoolmann Enters List in Campbell

CONDITION OF FISH LADDERS

Defendants Claim Contrivances Are All Right in Spawning Season. Court Thinks Different.
HARRISONBURG, VA. Jan I.—Complaint has been made in the recent report of the county game warden that several of the dams of the county have impracticable or no 78sh ladders to enable the fish to go upstream for the spawning season. The matter was vestered y called to the attention of the court, when the report was filed.

Several mill owners, against whom complaint had been made, were present and declared that the ladders provided were satisfactory in the months of March, April, May and June, when the fish seek to go upstream. It was pointed out that the low water at this reason of the year is the circumstance which renders the ladders.

As a result of not having installed ladders of any description two milling companies were fined \$120 each by the court. Further action on the matter was deferred will April, fext, when the game worder, will make another inspective during the spawning season.

The matter was deferred will April, fext, when the game worder and the inspection during the properties of the publicity did not be propertied.

After careful mivestigation the William Byrd Press, Incorporated, have capaging the services of F. W. Kettle, who will come direct from the Charles Advertising Service, of New York, to take charge of this Service Department, beginning with the first of the year of fruitful experience in the fact of the hash been with the Thomas Advertising Service, of Jacksonville, Florida, and was with the Thomas E. Basham Advertising Company, of Louisville, Kentucky, before his New York connection, which he leaves to come to Richment, when the game worder of the will landers of the William Byrd Press, Incorporated, in the professional respiration of foreoful manuscript as well as in the artistic designing and effect in the first of the properties.

WEDDING CEREMONY IS PERFORMED IN GREEK

Miss Eugenio Krondila Becomes Bride of George Stefanes in Hanville. (Special to The Times-Dispatch.) DANVILLE, VA., Jan. 1 — Miss Eu-geniu Krondila, recently of Constan-

TWO HOMES BURN AS OWNERS ATTEND DANCE

Negro Shacks in Gridgewater, Va.,
Destroyed by Fire of Unknown
Origin Friday,
HARRISONIURG, VA. Jan. 1—
While the owners were attending a
day's Friday night two houses in
Bridgewater, four miles south of here,
were destroyed by Gr.
It is believed that stoves left with
free in them became averaged and

Bad Coal Causes Light Failure,
DANVILLE, VA. Jun
the lights in the city were out
ten minutes last airst between 6
and 7 o'clock, or at the very mom
when most families were cating a
per. This is said to have been can
by an inferior grade of call used
the city olant, when reduced

Lyncheurg, Lynchburg, Lyncheurg, Lyncheurg, VA, Jan. 1.—Lynchburg Irish sympathizers have formed a council of the American Asseciation for Recognition of the Irish Republic, with the following officers: President, Thomas B Reilly, vice-president, C. R. Hunley, financial secretary, Miss Katherine Nallan treasurer, Mrs. J. J. Collins and recorder, James L. Martin.

Lynchburg to Elect Women.
LYNCHBURG, VA. Jan. 1.—The Council of the city Monday will elect three women to membership in the City School Board. Pive vacancies are to be filled then and a woman is to be elected from each of the three ards. The board has a membership of the

PRIVATE SETTLES OLD GRUDGE FOR CAPTAIN

PRESS

Installs Service Department,
Under Direction F. W.
Kettle.

Local Concern Enjoys Extensive Business Throughout
Country,

Enters List in Campbell
County.

LYNCHBURG, VA. Jan. 1.—Miss
Idalia Petty, formerly a school teacher and now secretary for State Senator R. A. Russell, at Rustburz, has amnounced her candidacy for division experintendent of schools for Campbell County.

This makes four candidates, the others being W. L. Garbee, Lawyers, the incumbent J. H. Riddlek, Lynch burg, and J. J. Fray, Naruna. The election will take place by the State Board of Education in Richmond in Pebruary.

LYNCHBURG WILL ISSUE

22 000.000 IN BONDS

\$2,000,000 IN BONDS

Plan Improvements to Schools, Streets and Water System and New City Hall.

LYNCHBURG, VA. Jan. 1.—Plans are being matured by the Council of the city here for the insurance of at least \$2,000,000 in bonds during the next year to provide for three new school buildings, a city hall, improvements to the city water system and for street improvements.

This, it is believed will mean an increased tax rate on really and tangible personal property. An increased tax rate on really and practically take care of the interest and sinking fund requirements of the profosed issue. The present rate now is \$1.75.

MILL OWNERS FINED FOR CONDITION OF FISH LADDERS

Defendants Claim Contrivances Are All Right in Spawning Senson.

Court Thinks Different.

After careful investigation the Will
After careful investigation the Will-

as well as in the artistic designing and efficient illustrating of their hookiets, catalogues and other literature. In modern advertising the bringing out of good selling points and the injecting of original ideas are just as essential in the appeal for mail order business through booklet or catalogue as in the published newspaper or magazine advertisement—Adv. artistic designi

IMPROVE MILLS IN HOLIDAY SHUTDOWN

OF BIG FRATERNITY HOUSE

to escape. As a result of the affair, cross-warrants were issued for both men, charging assault.

Forman, at pelice headquarters, asserted that Fink, then a captain, had him transferred to his company out of revenge, and that he had him transferred to his company out of revenge, and that he had him transferred to his company of the put to all sorts of distasteful tasks and then came around to gloat over in height and weight. Berman declares he made up his mind to take it out of the captain's "hide" and has systematically trained for the event.

Theres 6ct \$400.

LYNCHISTOR, VA. Jan. 1.—Beginning Sunday, January 2. Rev. George E. Guilly, D. D., of the extension department of the Moody of the captain's "hide" and has systematically trained for the event.

Theres 6ct \$400.

LYNCHISTOR, VA. Jan. 1.—Beginning Sunday, January 2. Rev. George E. Guilly, D. D., of the extension department of the Moody of the captain's "hide" and has systematically trained for the country building a concrete retaining wall several hundred feet along the wall several hundred feet along the moods accompanied by Professor Wednesday night cut the telephone Lexington 1 Free Leading Saturday, January continue through Saturday, January 15, preaching each evening at 8 o'clock. In the afternoons, at 3:30 o'clock, pr. Guille will lecture on the Bible fundamentals. Dr. Guille is regarded as one of the most accomplished Bible teachers of the country. He will be accompanied by Professor the music department of

raid of their home when seven gallons of whice and five pints of whiskey were found by the police, were held Thursday after preliminary trial for the grand jury next week. The defendants, admitting the ownership of the Lquer, claimed it was for Jielz personal use.

End Ronds Spoil Funeral.

LYNCHBURG, VA., John L.—Relatives of Aira Mary F. Seabury, who died here Wednesday night, were unable to complete their original burniar ingements because the roads between here and Bethesda Church, itselford County, where the burlal was to take place, were in such condition that it was impossible to take face body over land to the family burying grounds. Instead it because recessary to have the interment here.

WEDDINGS-ENGAGEMENTS

Roumania and Bulgaria Make Up.

BUCHAREST. Jan. L.—Diplomatic relations between Rumania and Bulgaria were re-established today when the Bulgarian minister. M. Netkoff. LYNCHRISTS, VA., Jan. L.—Robert and Mary Franklin, colored, who were presented his credentials to King Ferdinand.

The bride is a sister of R. U. Hogs-head, of Gordonsville.

He will be accompanied by Professor Head, of Gordonsville.

CORDONSVILLE, VA., Jan. L.—Miss Bertha Druin and Walter Wright and Mary Franklin, colored, who were quietly married Wednesday morning at 11 o'clock at the purson-arcset desveral days ago following a sign of R. U. Hogs-head, of Gordonsville.

Announcing the

Service Department

The William Byrd Press, Inc.

The William Byrd Press, Incorporated, have developed to the point where the necessity of establishing a Service Department could no longer be disregarded as a very essential feature of the organization. It was realized that the head of such a department must be a man well versed in designing, writing and illustrating printing, such as catalogues, booklets and house organs; that he must be a specialist in agriculture and in such other businesses as the publicity literature must clearly, truthfully and creditably represent.

After careful investigation the William Byrd Press, Incorporated, have engaged the services of F. W. Kettle, who will come direct from the Charles Advertising Service, of New York, to take charge of this Service Department, beginning with the first of the year. Mr. Kettle has had ten years of fruitful experience in the advertising and publicity field. He has been with the Thomas Advertising Service, of Jacksonville, Florida, and was with the Thomas E. Basham Advertising Company, of Louisville, Kentucky, before his New York connection, which he leaves to come to Richmond.

Mr. Kettle's services will be of particular value to past, present and future clients of the William Byrd Press, Incorporated, in the professional assistance he will render in the preparation of forceful manuscript as well as in the artistic designing and efficient illustrating of their booklets, catalogues and other literature. In modern advertising the bringing out of good seiling points and the injecting of original ideas are just as essential in the appeal for mail order business through booklet or catalogue as in the published newspaper or magazine advertisement.

The William Byrd Press, Inc.

1430-2-4 East Franklin Street



JANUARY CLEARANCE SALE—BEST SHOE VALUES SINCE 1915

For Dress

Prices Cut on Every Pair of High Shoes in the House

ALL STYLES, ALL SIZES, HIGH AND LOW HEELS, WING AND PLAIN TIPS

Former \$10.00 Values All Sizes in the Lot

Formerly \$7.00 to \$8.00

At Wholesale

Low and High Heels

At Wholesale

High and Low Heels

in the House

OUR GUARANTEE: Buy the Same Quality Anywhere for Less and We Will Refund the Difference!

98c Values to \$2.50

Young Geiger Co.

410 EAST BROAD STREET Smart Shoes for Women

Tweedie Boot Tops \$2.95 Regular \$5' Values

other Northern points, they will be at their home on Fourth Street at their home on Fourth Street, Charlottesvile. The groom is a conductor on the Chesapeake and Ohio Railway, and is well-known in Gor-donsville,

1. VNCHBURG, VA., Jan. 1.—Miss izina Roach, daughter of B. A. Roach, and James Shelton, both of pitte waried County, were married Wedlesday at Chatham They will live near Mill Creek, that county.

Charlottesville, by the Rev. H. P. ning at the home of the bride's par-Meyers. After an extended wedding trip to Washington, Baltimore and Methodist Church, officiating. They ents, Rev. A. G. Stone, of South View Methodist Church, officiating, They will reside in Chicago.

INNCHBURG, VA. Jan. 1.—Miss Reach, daughter of B. A. Pritts lyanic County, were married by defending and Miss Maggie May Cumble, were married at Bocock Campbell County, Wednesday, by Rev. P. E. Arthur, paster of Fairview Methodist Church.

LYNCHBURG, VA. Jan. 1.—Miss Martie Mr. Land Scholar County, Campbell County, Wednesday, by Rev. P. E. Arthur, paster of Fairview Methodist Church.

LYNCHBURG, VA. Jan. 1.—Miss Martie Mr. Land Mr.

DIAL SCORES G. O. P.

outh Carolina Senator Says Repub-

tive Measures. By Associated Press.] GREENVILLE, S. C., Jan. 1.-United States Senator Dial, of South Carolina, addressing the annual meet-

WEBB PIANO CO., INC.

This Article Reproduced From MUSICAL COURIER

of December 18th, 1920

Reprinted from Musical Courie r Extra December 18, 1920, Issue

Voicing Belief in the Line That You Handle

How One Behning Dealer Is Out With an Offer That Proves His Faith in the Product He Sells

cessfully one must believe implicitly in his wares." who have handled particular makes of pianos for Where this business truth is followed a successful manufacturer, dealer, or salesman is generally

The player piano was never successfully sold unmedium of true musical expression. For a long time dealers were handling the player as they would

He will be listened to attentively, because man-

kind in general has a respect for an honest opinion. The piano trade, like any other line of business, has different types of dealers; some are merchants solely because of the monetary benefits their calling permit. They are not concerned over what they sell so much as over the possible profits represented by the difference between the cost and selling price. Then there are piano dealers who would make a poor job of being tradespeople if they would attempt to sell anything but what they could A N axiom well known in the business world but absolutely believe in. For that reason we have not always followed, is: "In order to sell suc- in the plano trade a certain number of dealers a great many years and who could not be induced to change their allegiance as long as the quality they believe in is maintained. Some dealers are far more enthusiastic in their belief than others. A case in point is that of the Webb. Piano Company til dealers began to believe in the instrument as a of Richmond, Va., which recently inserted an advertisement in the Richmond newspapers offering

\$1,000 in cash for a better piano than the Beh-



Exclusive Representative,

214 North Third.

understand its mechanism; they did not believe it ever would find acceptance as a musical instrument. . However, little by little, the ranks of believers in the player piano were augmented, and when it was seen what the player enthusiasts were doing in a business way with this instrument, the player was taken more seriously with the result that, where ten years ago there were ten sincere believers in the player piano, there are today five and ten times the number. Belief in the instrument did it.

Belief is a wonderful thing; it possesses power of immeasurable force; it kindles ambition; it radiates sincerity and develops confidence. The piano dealer who honestly and conscientiously believes in the piano he is selling is in a happy position. He can talk with enthusiasm and sincerity, because what he says is what he completely believes.

leaves no room for debate as to the complete belief of this dealer in the superior qualities of the Behning piano. It is a belief that is highly appreciated by the Behning Piano Company, as it adds another link to the chain of dealers who hold the Behning piano and the player above any other enake of instrument. It is a belief such as the Webb Piano Company has shown in the reproduced advertisement that has been responsible for bringing the products of the Behning Piano Company to the front rank of quality instruments. What the Webb Piano Company thinks of the Behning piano is identical with what not only many dealers in this country believe, but what dealers in foreign lands, such as Australia, Argentine, Brazil, Norway and Greece, do as well. Quality being the basis of the Behning product, it is at the same time the foundation upon which its success has been built.

No finer instrument can be, or has ever been, built. Various styles and woods are here for the exacting buyer.

WEBB PIANO CO., Inc.

Manufacturers' Distributors, 214 NORTH THIRD STREET, Richmond, Va.